

## Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CIAE-00 DODE-00 NSAE-00 NSCE-00

SSO-00 USIE-00 INRE-00 SS-15 NSC-05 L-02 CAB-02

COME-00 DOTE-00 INR-07 RSC-01 FAA-00 PRS-01 /047 W

----- 023792

O R 132241Z JAN 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 3503

INFO AMEMBASSY BUENOS AIRES

C O N F I D E N T I A L LIMA 0315

C O R R E C T E D C O P Y (DOWNGRADING INSTS. GDS VICE NA)

E.O. 11652: GDS

TAGS: CIVAIR, PE

SUBJECT: CIVAIR - CONSTELLATIONS

1. AT MEETING JANUARY 13, USDEL PRESSED PERU DEL TO SAY WHAT PERU WANTED. WE EVENTUALLY ELICITED PROPOSAL THAT SAN FRANCISCO AND NEW YORK BE ADDED TO PERU'S ROUTES AND THAT AIRLINES SIT IN NEGOTIATIONS TO EXPLORE COMPENSATION. USDEL RESPONDED IT PREPARED TO DISCUSS WITH BRANIFF POSSIBILITY INTERAIRLINE TALKS ON FOLLOWING BASIS:

A. AIRLINES WOULD ONLY DISCUSS COMPENSATION SUFFICIENT FOR AGREEMENT TO BE REACHED WHICH WOULD ALLOW BRANIFF OPERATE 24 FLIGHTS OF WHICH 18 BEYOND LIMA.

B. QUESTION OF ARRANGEMENT FOR FUTURE CAPACITY INCREASES PUT ASIDE DEPENDING ON OUTCOME AIRLINE TALKS.

C. NEW YORK ADDED TO PERU'S ROUTES, BUT NOT SAN FRANCISCO.

D. BRANIFF WOULD NOT PAY TWENTY PERCENT TAX.

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2. PERU DEL ACCEPTED POINT B AND, WITH RELUCTANCE,

POINT C. IT SAID THAT COMPENSATION NEED NOT NECESSARILY BE IN FORM OF TAX. HOWEVER, RE POINT A, IT INSISTED THAT PURPOSE OF AIRLINE TALKS HAD TO BE TO DISCUSS COMPENSATION FOR ANY FREQUENCIES ABOVE 15, OF WHICH 9 BEYOND. USDEL REFUSED ACCEPT LATTER AS POINT OF DEPART- URE.

3. SUBSEQUENTLY, STYLES MET PRIVATELY WITH BERCKEMEYER, PRINCIPALLY TO GET ACROSS US CONCERN THAT, UNLESS AGREEMENT COULD BE REACHED ON FREQUENCIES AT LEVELS US SEEKING, INEVITABLE CONSEQUENCE WOULD BE SUSPENSION BRANIFF AND AEROPERU SERVICES. BERCKEMEYER RESPONDED IN MATTER-OF- FACT TONE THAT GOVERNMENT HAD CONSIDERED THIS POSSIBILITY CAREFULLY AND IT WAS "OKAY". HE SAID THAT IT WAS NOT OUT OF QUESTION THAT PERU COULD AGREE TO FREQUENCY LEVELS BRANIFF WANTED IN SOME MARKETS DEPENDING ON WHAT BRANIFF HAD TO OFFER, BUT HE STRESSED GREAT DIFFICULTIES INVOLVED.

4. COMMENT: BERCKEMEYER'S RESPONSE RE SUSPENSION SERVICE WAS NOT UNEXPECTED. HOWEVER, RESPONSE DOES NOT BY ITSELF MEAN ANYTHING, EITHER IN TERMS WHETHER US "THREAT" IS BELIEVED OR IN TERMS WHETHER PERU IS REALLY UNCONCERNED. WE WILL AT MEETING TUESDAY SEE IF THERE IS MORE GIVE IN PERU POSITION, BUT LIKELIHOOD IS THERE WILL NOT BE AND WE WILL HAVE TO FIND SOME COMPROMISE APPROACH TO PERMIT AIRLINE TALKS TO PROCEED. BRANIFF REPS SHOWING SOME RELUCTANCE TO PROCEED TO AIRLINE TALKS STAGE WITHOUT FURTHER TESTING OF WATERS, BUT USDEL AND EMBASSY SEE NO ALTERNATIVE. BECAUSE OF SLOW PACE ACTIVITIES HERE DUE SUMMER VACATION HOURS, AND FACT LAWRENCE AND CREW PROBABLY NEED 48 HOURS NOTICE TO COME TO LIMA, USDEL SEES POSSIBILITY TALKS DRAGGING ON INTO NEXT WEEK.  
BARNEBEY

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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